

FIFTH ANNUAL CONVENTION OF THE NATIONAL

Headquarters at the New Willard Hotel, Fourteenth Street



THE VALUE OF A NAME

Statistics tell us that there are 368 different makes of pianos on the market in this country.

Out of this large number there are but twenty-five that have been in business over forty years, and NOT TEN that have been on the market as long as the Pease Piano, which is now in the sixty-first year of its existence, during all of which time it has been made and sold continuously by members of the Pease family, from C. D. Pease I, 1844; C. D. Pease II, 1872, and Pease Piano Co., 1890 to date.

There's value in a name, particularly when it represents such a worthy product as the Pease Piano of 1905.

A representative line of Pease Pianos may be seen at the ware-rooms of

JNO. F. ELLIS & CO.,
937 Penn. Ave. N. W., Washington, D. C.
OR PEASE PIANO COMPANY,
Main Offices, 128 W. 42d St., New York.

World-renowned
Beautiful Upright Pianos.

Six Dollars Down. Six Dollars Monthly.

The greatest piano value in the world, \$250.

Sold by many dealers for \$400. No piano anywhere equals its value in price, in tone, in appearance. It is conceded to be the best piano value manufactured.

They are built to last a lifetime.

Newest models—richly finished cases in mahogany, Circassian walnut and oak.

Will you be one of the first to get one of these superior bargains?

Six Dollars Down, Six Dollars Monthly Makes It Easy to Purchase.

Sole Agents Kranich & Bach Pianos. Sold at Factory Prices

Grimes' Piano Stores, 1212 F Street.

SELECT YOUR PIANO WITH
DELIBERATION.

You don't buy a Piano every week, or every month, or every year if you buy a good one to begin with. Don't be careless about the matter.

We know every piano we sell deserves your confidence—we know we made them, of what they are made, and how they are made. Everything about them is as perfect as human skill can make it. We know they suit the most critical, for the tones of exquisite beauty and case designs are in styles of the period, as simple or as ornate as you wish.



CHAS. M. STIEFF,
Piano Manufacturer,
Established 1842.

BRANCH WAREROOMS:
521 11th St. N. W.

'Phone Main 2960.

J. C. CONLIFF, Manager.



The House of Knabe

Extends Greetings to the Delegates of the

Piano Dealers' Convention

With many good wishes for their welfare and happiness during the time of their sojourn at the nation's capital.

The Washington home of "THE WORLD'S BEST PIANO" hopes for the privilege of welcoming every delegate during the days of the convention.

WM. KNABE & CO.,
1218-20 F St. N. W.

Handsome
Exhibit
of
Convention
Pianos
at
GRIMES'
PIANO STORES

Finest makes represented.

Miniature Grands, Baby Grands and exquisite styles in the medium and larger sizes in uprights.

Most of these exhibit Pianos will be offered at private sale at our warerooms this week, and offers a fine opportunity to those interested to purchase at special prices.



Bradbury

Ideal Grand Piano.

An artistic little Grand of dainty proportions—especially adapted to the studio or home drawing room—possessing that sweet singing quality of tone peculiar to all Bradbury Pianos. Hundreds of artists and amateurs bear testimony to the excellence of this latest of all Bradbury productions. A cordial invitation is extended to visiting piano men to call at our warerooms and test the tone qualities of the new Bradbury Ideal Grand.

F. G. Smith Piano Co.,

W. P. Van Wickle, Vice President,
1225 Pennsylvania Avenue.

For More Than Fifty
Years

the Hazelton Pianos have literally "sung their own praises," and those praises have been echoed and re-echoed throughout the world of music and art. A history of the Hazelton Piano would embrace nearly every step in the progress of the artistic and ambitious American piano industry. It is one of the very few American pianos whose career dates back to the early dawn of the American pre-eminence in this department of art creation, and it is one of the rare instruments which from the very first has steadily adhered to the highest aims and undeviatingly clung to the faith that the American people could and would appreciate the best attainable in things of art and education.

HAZELTON
PIANO
HAZELTON BROS.
GRAND PIANOS

Among artists and advanced pianists, the standard of the Grand Pianos manufactured by any distinguished industry is accepted as the unflinching index to the character and musical quality of the more popular uprights of the same make.

All of the Hazelton Bros. Pianos are representative of the highest ideals in piano manufacture.

THE
KRELL
PIANO

... FACTS ...

THE SCALE of the Krell, from which its wonderful music gains its origin, is and has been the chief study of the makers. It is as perfect as a scale can be drawn, so evenly balanced that no breaks or harsh tones are possible.

THE TONE—that which makes or mars a piano—is perfection in the Krell. From the rich, sonorous bass through the exquisitely ringing middle register, the pearly treble and back again, not one discordant note can sound.

THE TOUCH is light and easy, the result of perfect regulation of the finest action possible of construction. From this characteristic of the "Krell" dates many a musician's love and preference for it.

THE PEDAL ACTION is made of light but strong iron castings in place of wood, which precludes the possibility of warping and consequent squeaking.

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It's a big question—"what piano shall I buy?" Usually the person's musical feeling decides it. We talk tone, not technicalities.

THE
PACKARD
PIANO

The instant favor and sustained popularity enjoyed by the Packard among professional musicians confirm its excellence in the two essentials of a thoroughly good instrument—beauty of tone and permanence of tone. A piano may possess all the desired qualities of tone at the time of its purchase and yet, in a comparatively short time, go the melancholy way of many instruments, and become, to all musical intents and purposes, as tuneless and toneless as a cracked bell.

The Packard tone is rich, brilliant, sympathetic, imaginative.

The Only Player with an 88 Note Range and the Transposing Mouthpiece.

THE POPULAR
APOLLO
INTERIOR
PLAYER PIANO
and its
INCOMPARABLE
MECHANISM...

Lines Penned on an Apollo. To Melville Clark. With Another Order.

You've wrought a miracle—you've made a pianist of me—Indeed no master ever played Beyond the mastery Of this device—and twice and thrice The price, in ready tin, I'll pay you for some like device That plays the violin.

Most gratefully and truly yours,
JAMES WHITCOMB RILEY.

SOLD BY YOUNG & MCHUGH, 421 ELEVENTH STREET N. W.